

June Workplan Logistics (DTS 6/2 - 6/27)

	① DORAL B2G1F	DORAL Cigarette/Tobacco Store Carton Onsert	DORAL Supermarket Carton Onsert
I. Selling/Execution Detail			
Promotion Details	B2G1F with name generation ("pre-sleeved product.") ②	DORAL & Co. sign-up carton onsert (not a coupon. Field may also apply appropriate discount offer.	DORAL & Co. sign-up carton onsert (not a coupon), plus continuity. Field may also apply appropriate discount offer.
Display Size/Load	21	300 - 500	100
Offer/Materials - Item #:	Display, POS Kit 522101	525152-Onsert 525155-Display Kit	525140- Onsert
Includes:	Counter Display Preassembled, POS Card	525152-Onserts 525155-Display Kit consists of: 1 Header Card, 2 Side Cards and Paster	525140-Onserts 525131-DBRC 525134-24" PMC
- SKU Packing:	1/SKU	Onserts - 100/SKU POS - 1/SKU	Onserts - 100/SKU POS - 1/SKU
Recommended Displays	in SKU	TBD	373142 90-Carton Floor Display
II. ROU Detail			
Promotion #	700272	700269	700270
Allocations/Model Available	3/3	N/A	N/A
Allocation Adjustments to Model	3/3 - 4/4	N/A	N/A
Templates Available	4/7	N/A	N/A
Value-Added Transfer Deadline	4/7 - 4/11	N/A	N/A
First Order Date:	4/14/97	1/8/97	1/8/97
First Delivery Date to Direct Accounts:	5/5/97	N/A	N/A
Reporting Dates:	6/2 - 8/1	6/2 - 8/1	6/2 - 8/1
SIS Reporting:	DOR JUNE B2G1F	DOR JUN CIG STOR	DOR JUNE SUP MKT
Promotional UPC	012300-23850	N/A	N/A
Product UPCs	FF Box 83 - 24065 Lt Box 83 - 24066 FF 100 - 24063 Lt 100 - 24062 Mth. Box 83 - 24069 Ult 100 - 24064 Lt. Box 100 - 24068 FF Box 100 - 24067	N/A	N/A

① WAM accounts and cigarette stores that accept pack promotions will participate in this promotion.

② DORAL B2G1F will be pre-sleeved in Winston-Salem. Each carton will contain three pre-sleeved B2G1F offers plus one live pack. Each 6M case contains 90 offers per case plus 30 live packs. Direct Accounts should place seven pre-sleeved cartons in each counter display and ship to retail. It is not necessary to load display. Recommended VAP payment to direct accounts is \$14 per 12M case to place cartons in preassembled display and ship.

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JUNE: DORAL SUPERMARKET CARTON INSERT PROMOTION #700270									
ONSETS (#525140) WILL BE SHIPPED TO RETAIL REPS 5/27/97.									
ONSET IS CONTINUITY OFFER TO BE USED IN CONJUNCTION W/ APPROPRIATE DISCOUNT OFFER									
NOTE: 1 DUMP BIN RISER CARD (#525134 @ 17/SKU) AND 1 MERCH KIT (#525134 @ 17/SKU)									
WILL BE SHIPPED FOR EACH ONSET (ITEM #525140 @ 100/SKU) ORDERED TO RETAIL REPS.									
DO NOT UPDATE ACTIVITY / ROU WILL ENTER ACTIVITY.									
(ONSETS WILL BE SHIPPED TO RETAIL MANAGER WHERE NO RETAIL REP IS ASSIGNED,									
OR IF RETAIL REP ASSIGNMENT IS VACANT)									
SR	TERR	RR	TERR	SIS	ACCOUNT NAME	ADDRESS	CITY	STATE	CHAIN ID
162208	162220	666621	INSALACO	#310	MIDWAY SHOPPING CNTR	WYOMING	PA	3080 00 00	
162208	162220	666620	INSALACO	#318	400 S MAIN ST	WILKES BARRE	PA	3080 00 00	
162208	162220	502673	INSALACO	#326	COUNTRY CLUB SHOPPING	DALLAS	PA	3080 00 00	
162208	162220	672677	INSALACO	#330	BACK MT SHOPPING CNTR	SHAVERTOWN	PA	3080 00 00	
162208	162220	777289	INSALACO	#358	424 STANTON ST	WILKES BARRE	PA	3080 00 00	
162208	162220	777525	INSALACO	#361	NARROWS S C	EDWARDSVILLE	PA	3080 00 00	
162208	162220	649629	WEGMANS	#77	RT. 309	WILKES BARRE	PA	1138 00 00	
162220 Count									7
162209	162221	627063	INSALACO	#365	ROUTE 611	TANNERSVILLE	PA	3080 00 00	
162209	162221	649923	INSALACO	#366	ROUTE 209	E STROUDSBURG	PA	3080 00 00	
162221 Count									2
162208	162222	708572	INSALACO	#314	2000 N TOWNSHIP BLVD	PITTSTON	PA	3080 00 00	
162208	162222	185629	INSALACO	#317	431 LAWRENCE ST	OLD FORGE	PA	3080 00 00	
162209	162222	558081	INSALACO	#324	1600 NAY AUG AVE	SCRANTON	PA	3080 00 00	
162208	162222	185638	INSALACO	#328	801 WYOMING AVE	WEST PITTSBURGH	PA	3080 00 00	
162209	162222	336527	INSALACO	#364	ROUTE 940, MT POCONO PL	MT POCONO	PA	3080 00 00	
162222 Count									5
162209	162223	367932	INSALACO	#315	1427 MAIN ST	PECKVILLE	PA	3080 00 00	
162204	162223	185624	INSALACO	#316	100 LACKAWANNA AVE	CLARKS SUMMIT	PA	3080 00 00	
162209	162223	667068	INSALACO	#350	1003 S WASHINGTON AVE	SCRANTON	PA	3080 00 00	
162204	162223	666609	INSALACO	#352	BROOKLYN ST	CARBONDALE	PA	3080 00 00	
162204	162223	672781	INSALACO	#382	ROUTE 11	HALLSTEAD	PA	3080 00 00	
162204	162223	667067	INSALACO	#384	MAIN & CHURCH STS	MONTROSE	PA	3080 00 00	
162209	162223	649628	WEGMANS	#76	1315 SCRANTON CARBONDA	SCRANTON	PA	1138 00 00	
162223 Count									7
162204	162224	658113	INSALACO	#368	RT 6 W WIOGA ST	TUNKHANNOCK	PA	3080 00 00	
162208	162224	672782	INSALACO	#386	W BERWICK & S POPLAR ST	BERWICK	PA	3080 00 00	
162224 Count									2

JUNE: DORAL SUPERMARKET CARTON INSERT PROMOTION #700270								
INSERTS (#525140) WILL BE SHIPPED TO RETAIL REPS 5/27/97								
INSERT IS CONTINUITY OFFER TO BE USED IN CONJUNCTION W/ APPROPRIATE DISCOUNT OFFER								
NOTE: 1 DUMP BIN RISER CARD (#525131 @ 1/SKU) AND 1 MERCH KIT (#525134 @ 1/SKU)								
WILL BE SHIPPED FOR EACH INSERT (ITEM #525140 @ 100/SKU) ORDERED TO RETAIL REPS								
DO NOT UPDATE ACTIVITY / ROU WILL ENTER ACTIVITY								
(INSERTS WILL BE SHIPPED TO RETAIL MANAGER WHERE NO RETAIL REP IS ASSIGNED,								
OR IF RETAIL REP ASSIGNMENT IS VACANT)								
SR	TERR	RR	SIS#	ACCOUNT NAME	ADDRESS	CITY	STATE	CHAIN ID
162606	162225	764130	P & C FOOD MKT #115	W MORRIS STREET	BATH	NY	0939.00.00	
162606	162225	310314	P & C FOOD MKT #122	602 PARK STREET	HORNELL	NY	0939.00.00	
162605	162225	269758	P & C FOOD MKT #171	321 LIBERTY ST	PENN YAN	NY	0939.00.00	
162604	162225	572804	P & C FOOD MKT #75	AIRPORT PLAZA	DANVILLE	NY	0939.00.00	
162606	162225	765316	QUALITY MKT #630	1032 E STATE ST	OLEAN	NY	1413.00.00	
162606	162225	128381	QUALITY MKT #631	502 N UNION ST	OLEAN	NY	1413.00.00	
162606	162225	709278	TOPS #539	300 W MORRIS ST	BATH	NY	4027.02.00	
162606	162225	665244	TOPS MARKET #206	2401 W STATE ST	OLEAN	NY	4027.02.00	
162603	162225	639324	TOPS MARKET #247	2382 ROUTE 19	WARSAW	NY	4027.02.00	
162606	162225	671216	TOPS MARKET #249	11 BOLIVAR ROAD	WELLSVILLE	NY	4027.02.00	
162604	162225	764354	TOPS MARKET #420	ROUTE 36 AIRPORT RD	DANVILLE	NY	4027.02.00	
162606	162225	679565	WEGMANS #17	100 RT 36	HORNELL	NY	1138.00.00	
162604	162225	572490	WEGMANS #26	RT 20A	GENESEO	NY	1138.00.00	
162225 Count								13
162204	162226	346214	WEGMANS #73	700 HARRY L DR	JOHNSON CITY	NY	1138.00.00	
162226 Count								1
162209	162227	694130	INSALACO #367	ROUTE 6 MALL	HONESDALE	PA	3080.00.00	
162227 Count								1
162605	162228	764219	P & C FOOD MKT #116	RIVERSIDE PLAZA	CORNING	NY	0939.00.00	
162204	162228	674719	P & C FOOD MKT #139	448 N KEYSTONE AVE	SAYRE	PA	0939.00.00	
162204	162228	269945	P & C FOOD MKT #195	400 N ELMIRA ST	SAYRE	PA	0939.00.00	
162605	162228	515558	P & C FOOD MKT #85	LAKE HILLS PLAZA	HORSEHEADS	NY	0939.00.00	
162204	162228	709272	TOPS #650	1006 N ELMIRA ST	SAYRE	PA	4027.02.00	
162605	162228	611319	TOPS MARKET #542	830 CONSUMER SQ PLAZA (ELMIRA	NY	4027.02.00	
162605	162228	764101	TOPS MARKET #550	801 LAKE ST	ELMIRA	NY	4027.02.00	
162605	162228	730956	TOPS MARKETS #551	299 S MAIN ST	ELMIRA	NY	4027.02.00	
162605	162228	033572	WEGMANS #51	1 BRIDGE ST	CORNING	NY	1138.00.00	
162605	162228	705591	WEGMANS #70	1100 CLEMENS CENTER PK	ELMIRA	NY	1138.00.00	
162228 Count								10

JUNE: DORAL SUPERMARKET CARTON INSERT PROMOTION #700270							
ONSETS (#525140) WILL BE SHIPPED TO RETAIL REPS 5/27/97							
ONSET IS CONTINUITY OFFER TO BE USED IN CONJUNCTION W/ APPROPRIATE DISCOUNT OFFER							
NOTE: 1 DUMP BIN RISER CARD (#525131 @ 17/SKU) AND 1 MERCH KIT (#525134 @ 1/SKU) WILL BE SHIPPED FOR EACH ONSET (ITEM #525140 @ 100/SKU) ORDERED TO RETAIL REPS							
DO NOT UPDATE ACTIVITY / ROU WILL ENTER ACTIVITY							
(ONSETS WILL BE SHIPPED TO RETAIL MANAGER WHERE NO RETAIL REP IS ASSIGNED, OR IF RETAIL REP ASSIGNMENT IS VACANT)							
SR TERR	RR TERR	SIS#	ACCOUNT NAME	ADDRESS	CITY	STATE	CHAIN ID
162205	162230	172527	P & C FOOD MKT #100	2120 W GENESEE ST	SYRACUSE	NY	0939 00 00
162202	162230	213541	P & C FOOD MKT #121	8417 OSWEGO RD	BALDWINVILLE	NY	0939 00 00
162205	162230	662962	P & C FOOD MKT #130	3577 W GENESEE ST	SYRACUSE	NY	0939 00 00
162205	162230	632818	P & C FOOD MKT #21	4141 S SALINA ST	SYRACUSE	NY	0939 00 00
162205	162230	172518	P & C FOOD MKT #77	CAMILLUS PLAZA	CAMILLUS	NY	0939 00 00
162202	162230	172462	WEGMANS #27	7518 OSWEGO RD	LIVERPOOL	NY	1138 00 00
162205	162230	172546	WEGMANS #31	4722 ONONDAGA BLVD	SYRACUSE	NY	1138 00 00
162205	162230	762901	WEGMANS #39	3500 W GENESEE ST	SYRACUSE	NY	1138 00 00
162230 Count							8
162605	162231	269523	P & C FOOD MKT #107	JUDD FALLS RD	ITHACA	NY	0939 00 00
162605	162231	269514	P & C FOOD MKT #119	HANCOCK STREET	ITHACA	NY	0939 00 00
162605	162231	349557	P & C FOOD MKT #123	CAYUGA MALL	ITHACA	NY	0939 00 00
162605	162231	351042	P & C FOOD MKT #124	184 HOMER AVE	CORTLAND	NY	0939 00 00
162605	162231	269445	P & C FOOD MKT #76	MAIN STREET	TRUMANSBURG	NY	0939 00 00
162204	162231	269426	P & C FOOD MKT #89	RT 17C	OWEGO	NY	0939 00 00
162605	162231	171286	P & C FOOD MKT #95	160 CLINTON ST	CORTLAND	NY	0939 00 00
162605	162231	688864	TOPS MARKET #517	3918 STATE ROUTE 281	CORTLAND	NY	4027 02 00
162605	162231	763340	TOPS MARKET #521	614 S MEADOW ST	ITHACA	NY	4027 02 00
162605	162231	551662	WEGMANS #72	600 S MEADOW ST	ITHACA	NY	1138 00 00
162231 Count							10

JUNE: DORAL SUPERMARKET CARTON ONSET PROMOTION #700270									
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SR	TERR	RR	TERR	SIS#	ACCOUNT NAME	ADDRESS	CITY	STATE	CHAIN ID
162202		162232		172538	P & C FOOD MKT #106	2 RIVER ST	BALDWINVILLE	NY	0939.00.00
162605		162232		172510	P & C FOOD MKT #114	48 FENNEL ST	SKANEATELES	NY	0939.00.00
162605		162232		383767	P & C FOOD MKT #172	GENESEE & COLUMBUS	AUBURN	NY	0939.00.00
162605		162232		172498	P & C FOOD MKT #185	146 GRANT AVE	AUBURN	NY	0939.00.00
162605		162232		763369	P & C FOOD MKT #47	KINGDOM PLAZA	SENECA FALLS	NY	0939.00.00
162605		162232		268521	P & C FOOD MKT #74	COLUMBIA STREET	CLYDE	NY	0939.00.00
162605		162232		268963	TOPS MARKET #430	RT 5 & 20 PYRAMID MALL	GENEVA	NY	4027.02.00
162605		162232		172487	TOPS MARKET #504	352 W GENESEE ST	AUBURN	NY	4027.02.00
162605		162232		021770	WEGMANS #38	42 GENESEE LOOP	AUBURN	NY	1138.00.00
162605		162232		465313	WEGMANS #74	300 HAMILTON ST	GENEVA	NY	1138.00.00
162232 Count									10
162605		162233		177372	P & C FOOD MKT #173	76 CHESTNUT ST	ONEONTA	NY	0939.00.00
162233 Count									1
162206		162234		171843	P & C FOOD MKT #108	573 E MAIN ST	LITTLE FALLS	NY	0939.00.00
162206		162234		171855	P & C FOOD MKT #197	715 MIDDLEVIEW ROAD	HERKIMER	NY	0939.00.00
162303		162234		763004	P & C FOOD MKT #309	ARTERIAL PLAZA	GLOVERSVILLE	NY	0939.00.00
162303		162234		177231	P & C FOOD MKT #317	370 COMRIE AVENUE	JOHNSTOWN	NY	0939.00.00
162305		162234		066580	P & C FOOD MKT #36	ROUTE 7	COBLESKILL	NY	0939.00.00
162206		162234		608174	P & C FOOD MKT #38	5 COMMONS DR	COOPERSTOWN	NY	0939.00.00
162234 Count									6
162202		162235		172354	P & C FOOD MKT #109	LOWVILLE PLAZA	LOWVILLE	NY	0939.00.00
162206		162235		061076	P & C FOOD MKT #58	4535 COMMERCIAL DR	NEW HARTFORD	NY	0939.00.00
162235 Count									2

JUNE: DORAL SUPERMARKET CARTON INSERT PROMOTION #700270							
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NOTE: 1 DUMP BIN RISER CARD (#525131 @ 1/SKU) AND 1 MERCH KIT (#525134 @ 1/SKU)							
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DO NOT UPDATE ACTIVITY - ROU WILL ENTER ACTIVITY							
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OR IF RETAIL REP ASSIGNMENT IS VACANT)							
SR TERR	RR TERR	SIS	ACCOUNT NAME	ADDRESS	CITY	STATE	CHAIN ID
162206	162236	172367	P & C FOOD MKT #103	CHITTENANGO PLAZA	CHITTENANGO	NY	0939.00.00
162202	162236	172357	P & C FOOD MKT #127	HARDEN BLVD	CAMDEN	NY	0939.00.00
162206	162236	172346	P & C FOOD MKT #56	TURIN ROAD	ROME	NY	0939.00.00
162206	162236	172378	P & C FOOD MKT #57	ONEIDA PLAZA	ONEIDA	NY	0939.00.00
162206	162236	664274	P & C FOOD MKT #68	ROUTE 5 & OXBOW RD	CANASTOTA	NY	0939.00.00
162206	162236	172386	P & C FOOD MKT #70	ROUTE 5	SHERILL	NY	0939.00.00
162206	162236	763170	P & C FOOD MKT #83	FREEDOM PLAZA	ROME	NY	0939.00.00
162206	162236	762980	TOPS MARKET #532	142 GENESEE ST	ONEIDA	NY	4027.02.00
162206	162236	762031	WEGMANS #37	4438 JAMES ST	EAST SYRACUSE	NY	1138.00.00
162236 Count							9
162206	162237	171687	P & C FOOD MKT #117	WEST SENECA TURNPIKE	MANLIUS	NY	0939.00.00
162205	162237	171668	P & C FOOD MKT #20	3498 BURNET AVE	SYRACUSE	NY	0939.00.00
162205	162237	911110	P & C FOOD MKT #66	TOWN & COUNTRY PLAZA	CAZENOVIA	NY	0939.00.00
162206	162237	171698	P & C FOOD MKT #79	4410 E GENESEE ST	SYRACUSE	NY	0939.00.00
162205	162237	171651	WEGMANS #29	700 POND & 1ST NORTH	SYRACUSE	NY	1138.00.00
162206	162237	762622	WEGMANS #30	6791 E GENESEE ST	FAYETTEVILLE	NY	1138.00.00
162202	162237	762044	WEGMANS #34	4979 W TAFT RD	LIVERPOOL	NY	1138.00.00
162237 Count							7
162202	162238	172442	P & C FOOD MKT #102	PORT & JEFFERSON STS	PULASKI	NY	0939.00.00
162202	162238	662961	P & C FOOD MKT #140	3803 BREWERTON RD	NORTH SYRACUSE	NY	0939.00.00
162202	162238	517268	P & C FOOD MKT #25	5870 E CIRCLE DR	CLAY	NY	0939.00.00
162202	162238	653522	P & C FOOD MKT #40	2078 STATE ROUTE 481	FULTON	NY	0939.00.00
162202	162238	662862	P & C FOOD MKT #93	P & C SHOPPING CENTER	OSWEGO	NY	0939.00.00
162202	162238	172448	TOPS MARKET #508	12 W 1ST ST S	FULTON	NY	4027.02.00
162202	162238	936458	TOPS MARKET #509	ROUTE 104 EAST JAMES PLZ	OSWEGO	NY	4027.02.00
162202	162238	262825	WEGMANS #35	RT 31 GREAT NORTHERN	LIVERPOOL	NY	1138.00.00
162238 Count							8

JUNE: DORAL SUPERMARKET CARTON INSERT PROMOTION #700270

ONSETS (#525140) WILL BE SHIPPED TO RETAIL REPS 5/27/97

INSERT IS CONTINUING OFFER TO BE USED IN CONJUNCTION W/ APPROPRIATE DISCOUNT OFFER

NOTE: DUMP BIN RISER CARD (#525131 @ 1/SKU) AND 1 MERCH KIT (#525134 @ 1/SKU) WILL BE SHIPPED FOR EACH ONSET (ITEM #525140 @ 100/SKU) ORDERED TO RETAIL REPS

DO NOT UPDATE ACTIVITY / ROU WILL ENTER ACTIVITY

(ONSETS WILL BE SHIPPED TO RETAIL MANAGER WHERE NO RETAIL REP IS ASSIGNED)

OR IF RETAIL REP ASSIGNMENT IS VACANT)

SRTERR	TRTERR	SIS	ACCOUNT NAME	ADDRESS	CITY	STATE	CHAIN ID
162202	162239	141506	P & C FOOD MKT #105	HIGH & BROAD STS	CARTHAGE	NY	0939.00.00
162201	162239	172602	P & C FOOD MKT #125	POTSDAM PLAZA	POTSDAM	NY	0939.00.00
162202	162239	171482	P & C FOOD MKT #152	1222 ARSENAL ST	WATERTOWN	NY	0939.00.00
162201	162239	669467	P & C FOOD MKT #188	HARTHAVEN SHOP PLAZA	MASSENA	NY	0939.00.00
162201	162239	172588	P & C FOOD MKT #50	SEAWAY PLAZA	OGDENSBURG	NY	0939.00.00
162202	162239	292054	P & C FOOD MKT #54	SEAWAY PLAZA	WATERTOWN	NY	0939.00.00
162201	162239	172628	P & C FOOD MKT #60	371 E MAIN ST	GOVERNEUR	NY	0939.00.00
162201	162239	468064	P & C FOOD MKT #90	JUNCTION RT. 11 & 310	CANTON	NY	0939.00.00
162239 Count							8

DATE		TIME		LOCATION		OBSERVATIONS	
1961	10/10	10:00	10:15	10:30	10:45	11:00	11:15
1961	10/11	10:00	10:15	10:30	10:45	11:00	11:15
1961	10/12	10:00	10:15	10:30	10:45	11:00	11:15
1961	10/13	10:00	10:15	10:30	10:45	11:00	11:15
1961	10/14	10:00	10:15	10:30	10:45	11:00	11:15
1961	10/15	10:00	10:15	10:30	10:45	11:00	11:15
1961	10/16	10:00	10:15	10:30	10:45	11:00	11:15
1961	10/17	10:00	10:15	10:30	10:45	11:00	11:15
1961	10/18	10:00	10:15	10:30	10:45	11:00	11:15
1961	10/19	10:00	10:15	10:30	10:45	11:00	11:15
1961	10/20	10:00	10:15	10:30	10:45	11:00	11:15
1961	10/21	10:00	10:15	10:30	10:45	11:00	11:15
1961	10/22	10:00	10:15	10:30	10:45	11:00	11:15
1961	10/23	10:00	10:15	10:30	10:45	11:00	11:15
1961	10/24	10:00	10:15	10:30	10:45	11:00	11:15
1961	10/25	10:00	10:15	10:30	10:45	11:00	11:15
1961	10/26	10:00	10:15	10:30	10:45	11:00	11:15
1961	10/27	10:00	10:15	10:30	10:45	11:00	11:15
1961	10/28	10:00	10:15	10:30	10:45	11:00	11:15
1961	10/29	10:00	10:15	10:30	10:45	11:00	11:15
1961	10/30	10:00	10:15	10:30	10:45	11:00	11:15
1961	10/31	10:00	10:15	10:30	10:45	11:00	11:15

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JUNE: DORAL SUPERMARKET CARTON INSERT PROMOTION #700270									
ONSETS (#525140) WILL BE SHIPPED TO RETAIL REPS 5/27/97									
ONSET IS CONTINUED OFFER TO BE USED IN CONJUNCTION W/ APPROPRIATE DISCOUNT OFFER									
NOTE: 1 DUMP BIN RISER CARD (#525131 @ 1/SKU) AND 1 MERCH KIT (#525134 @ 1/SKU)									
WILL BE SHIPPED FOR EACH ONSET (ITEM #525140 @ 100/SKU) ORDERED TO RETAIL REPS									
DO NOT UPDATE ACTIVITY / ROU WILL ENTER ACTIVITY									
(ONSETS WILL BE SHIPPED TO RETAIL MANAGER WHERE NO RETAIL REP IS ASSIGNED, OR IF RETAIL REP ASSIGNMENT IS VACANT)									
SR TERR	RR TERR	SIS#	ACCOUNT NAME	ADDRESS	CITY	STATE	CHAIN ID		
162602	162629	437815	WEGMANS #85	2001 WALDEN AVE	CHEEKTOWINGA	NY	1138 00 00		
162603	162629	674469	WEGMANS #87	TRANSIT & LOSSON ROAD	DEFEW	NY	1138 00 00		
162629 Count 15									
162603	162630	551297	TOPS MARKET #245	350 W MAIN ST	STATAVIA	NY	4027 02 00		
162602	162630	521885	TOPS MARKET #407	3740 RIDGE RD W	GREECE	NY	4027 02 00		
162604	162630	632588	TOPS MARKET #418	3507 MOUNT READ BLVD	GREECE	NY	4027 02 00		
162602	162630	578951	WEGMANS #12	2833 RIDGE RD W	ROCHESTER	NY	1138 00 00		
162604	162630	268611	WEGMANS #20	3701 MOUNT READ BLVD	ROCHESTER	NY	1138 00 00		
162604	162630	763795	WEGMANS #61	3660 DEWEY AVE	ROCHESTER	NY	1138 00 00		
162604	162630	231685	WEGMANS #64	LONG POND/LATTA RD	ROCHESTER	NY	1138 00 00		
162602	162630	268613	WEGMANS #65	EROCKPORT PLAZA	BROCKPORT	NY	1138 00 00		
162630 Count 8									
162604	162631	615519	VIX/FREDDY'S #89	3333 W HENRIETTA RD	ROCHESTER	NY	4027 06 00		
162631 Count 1									
Grand Count								1240	

June DORAL Carton Onsert - Cigarette/Tobacco Stores and Supermarkets

51859 2376

Region/Area	DORAL Carton Promotion (Cigarette/Tobacco Stores Without Pack Opportunities)		DORAL Carton Promotion (Cigarette/Tobacco Stores With Pack Opportunities)		Total DORAL Carton Promotion Cigarette/Tobacco Stores Program #700269, Item #525152		DORAL Carton Promotion Supermarkets Program #700270, Item #525140	
	Outlets	Carton Offers	Outlets	Carton Offers	Outlets	Carton Offers	Outlets	Offers
Boston 1100	1	300	70	20,900	71	21,200	242	12,100
New York Metro 1200	0	0	34	0	34	0	100	10,000
Philadelphia 1300	0	0	54	25,800	54	25,800	370	44,400
Buffalo 1600	44	13,800	89	26,700	133	40,500	240	24,000
Pittsburgh 1700	130	65,000	103	51,500	233	116,500	500	50,000
Cincinnati 1800	0	0	230	115,000	230	115,000	600	60,000
Total NESA	175	79,100	580	239,900	755	319,000	2,052	200,500
Winston-Salem 2100	69	47,500	44	35,000	113	82,500	800	80,000
Atlanta 2200	0	0	110	55,000	110	55,000	327	50,500
Florida 2300	11	6,500	153	76,500	164	83,000	796	87,700
Dallas 2600	65	32,500	135	40,500	200	73,000	350	35,000
Richmond 2900	81	40,500	161	80,500	242	121,000	500	50,000
Total SSA	226	127,000	603	287,500	829	414,500	2,773	303,200
N. California 5100	46	23,000	47	23,500	95	50,300	649	30,000
S. California 5400	15	7,500	64	38,400	66	31,600	985	97,200
Seattle 5600	14	7,000	155	77,500	169	84,500	1,510	68,000
Houston 5800	3	1,500	65	32,500	79	44,500	647	63,600
Total WSA	78	39,000	331	171,900	409	210,900	3,791	258,800
Chicago 6200	72	36,000	127	63,500	199	99,500	150	15,000
Minneapolis 6300	21	10,500	129	64,500	150	75,000	398	39,800
Denver 6600	0	0	330	165,000	330	165,000	623	62,300
Detroit 6700	44	22,000	146	73,000	190	95,000	338	33,800
St. Louis 6900	106	60,400	159	78,100	265	138,500	680	68,000
Total MWSA	243	128,900	891	444,100	1,134	573,000	2,189	218,900
GRAND TOTAL	722	374,000	2,405	1,143,400	3,127	1,517,400	10,805	981,400

rjl240/ccd
1/8/97